SERVICE SHEET

Transaction Advisory Services

With exceptional international experience; our team combines leading advisory and industry senior executive experience to deliver the highest quality financial, operational and transactional support to clients. Through this capability, we offer transaction advisory services across the investment cycle from acquisition to optimised divestiture.

The FTI Consulting difference

Industry knowledge

Our experts have extensive industry experience and maintain a strong industry network. We understand the issues, as former explorers, evaluators, developers, operators and investors.

Senior experienced teams

Our professionals are highly experienced in the deal environment and act on all sides of the table.

Strategic insight

We understand the commercial drivers of a transaction. We highlight the issues and align interests to drive outcomes.

Hard business management

Our team actively identifies issues while pursuing and valuing the alternatives. We can assist with implementation and monitor and report on the solution.

Execution

We work "in the trenches", directly and seamlessly with senior management and the board.

Results driven

We never lose sight of the bigger picture. We are accountable and strive to deliver the best outcomes for clients.

Our small, senior project teams have hands-on experience in formulating strategy and conducting value-enhancing transactions. We combine advisory with implementation and collaborate across the key transaction stakeholders, to 'get it done', driving and delivering results…fast.

We are different in the way we approach a transaction. We keep it simple and focus on fact-based and actionable recommendations. We utilise a lean project structure and process that empowers people to execute, whilst allowing for quick escalation and resolution of transaction issues.

Our dedicated and experienced strategic communications team can add critical impetus for transaction completion. We support businesses to communicate a clear and compelling story to their stakeholders including management, lenders, investors or financial media.

YOUR NEED	OUR SOLUTIONS
Considering an IPO	— IPO readiness assessment — Internal due diligence committee management & prospectus preparation — Business modelling to support IPO pricing — Project/key workstream management
Assessment of potential acquisition	— Financial analysis and modelling — Commercial and financial diligence — Business case preparation/assessment
Preparation for business sale	— Vendor diligence — Performance optimisation — Data preparation/presentation — SPA key terms development
Execution of sale and purchase agreement	— Project/workstream management — Commercial implementation assistance — Settlement completion assistance/ management
Capital market transactions	— Buy side and sell side transaction advice — Event readiness assessment/planning — Recapitalisation planning — Project/workstream management — Interim executive assistance
Mergers and integrations	— Completion statement optimisation — Integration/separation planning — Day one readiness/100-day plan — Transition management — Interim executive assistance
Business value modelling	— Model development — Model review — Simulation and decision sensitivities — Model implementation/delivery

SELECT EXPERIENCE

ASX listed offshore copper producer

Our team provided extensive assistance, facilitating key stakeholder support and in the improvement, growth and capital repositioning of the business.

The Company is now poised for recapitalisation, either through sale of its overseas operations at a significantly improved value or to significantly step-up production funded by a public capital raising.

Due diligence of a multibillion dollar media business

We assisted a private equity firm to conduct the commercial due diligence of a key segment of the business.

Our Australian team worked with our US based industry experts to analyse performance, compared it to our proprietary benchmarks and advised on the quantum of cost outs achievable.

Sell side advice for a biopharmaceutical laboratory

We were engaged after the death of the company's sole shareholder and CEO. The shareholder's will and CEO succession was subject to dispute.

Our team managed key stakeholders, maintained commercial oversight and sold the company to an overseas trade buyer at a highly competitive price.

Leading Australian womenswear retailer

Our team was engaged by a significant private group to negotiate the acquisition and assist with the due diligence review of a national womenswear retailer from an ASX listed company. The business was successfully acquired by the buyer.

ANDREW BANTOCK
Senior Managing Director
+61 412 125 799
andrew.bantock@fticonsulting.com

MIKE MCCREADIE
Senior Managing Director
+61 418 211 968
michael.mccreadie@fticonsulting.com

MARK DEWAR
Senior Managing Director
+61 481 497 549
mark.dewar@fticonsulting.com

STEVEN MICHAEL
Managing Director
+61 418 113 654
steven.g.michael@fticonsulting.com

MATTHEW CHIVERS
Managing Director
+61 435 001 764
matthew.chivers@fticonsulting.com

BEN WATERS
Senior Managing Director
+61 427 993 273
ben.waters@fticonsulting.com

FTI CONSULTING™